

# "Oil Country" Did You Say? No Greatest Agricultural State in the Union

## U. S. IS AIDING IN MARKETING SYSTEM

Fruits and Vegetables Often Appear to Take Circuitous Route.

## DETRIMENT TO WEST

Government Will Send Bulletins to Those Who Care to Make Shipments.

WASHINGTON, Aug. 21.—The present abundance of fresh vegetables and fruits brings with it the perennial necessity for their rapid, economical distribution and for encouraging a generous and steady consumption. The machinery for moving these food products is complex and retail dealers are often accused of not following closely the wholesale market, which in times of glutted markets they do not cut prices severely and aid in a rapid movement from producer to consumer. But the responsibility for slow and uneconomical movement into consumptive channels is difficult to trace. The large chain of food distributors known as "middlemen" is a heavy tribute in all foodstuffs often accused of leaving, ultimately, the burden to the producer to the consumer. The attention of the public has been frequently directed to increased costs of products rather than service rendered. The new United States department of agriculture bulletin No. 267, Methods of Wholesale Distribution of Fruits and Vegetables on Large Markets, does not indict the "middlemen" as a class, although it points out some of the abuses in the trade. As a matter of fact, say the department specialists, when discussing the present marketing organization, economic laws would not permit the long continued existence of a marketing agency which was solely a parasite.

Several important factors have contributed to the establishment of many middlemen as necessary agents in the present system of marketing. Production during the last decade has increased greatly and improved methods and facilities for handling the increase have been introduced. Keeping pace with increased production has come the demand of consumers for more elaborate and efficient service. Seldom a farmer or grower considered that active he became a very expensive luxury. With the widening of the distance between the city and the sources of its fruit and vegetable supplies, there has arisen the necessity for special agencies to meet the changed conditions.

The present distributive machinery with all its strong points and its weaknesses, has been created of necessity and it has weathered the storm of much adverse criticism. Every part of the country is now enjoying the perishable products of the most remote districts. Any reduction of present marketing practices must be based upon the fact that some agency must continue to perform the functions of the present-day middleman.

The problems involved in handling goods through a large market differ greatly from those of the grower. Usually one man or one firm cannot handle both production and distribution and succeed at both. The vast volume of business transacted at large markets makes necessary some special agencies to handle the goods. The grower's market specialists, the loss on such commodities as strawberries, peaches and grapes sometimes amounts to 30 or 40 per cent before they reach the hands of the retail trade. Losses due

to spoiling may be the result of the shipper's loading or unloading of the fruit, or failing to give proper attention to packing, to loading or to bracing the packages in the car. Sometimes the railroad is at fault, delay in transit, improper ventilation or refrigeration, or unnecessarily rough handling of cars may contribute to rapid deterioration of the shipment on arrival.

It is always well to bear in mind the reality of the situation. When produce moves slowly there is often much spoilage before complete sales can be made. Though handling during unloading or carting is another important cause of loss. As a matter of fact, the opportunities for losses due to the spoiling of commodities are so manifold that it is impossible to enter into a complete discussion of them.

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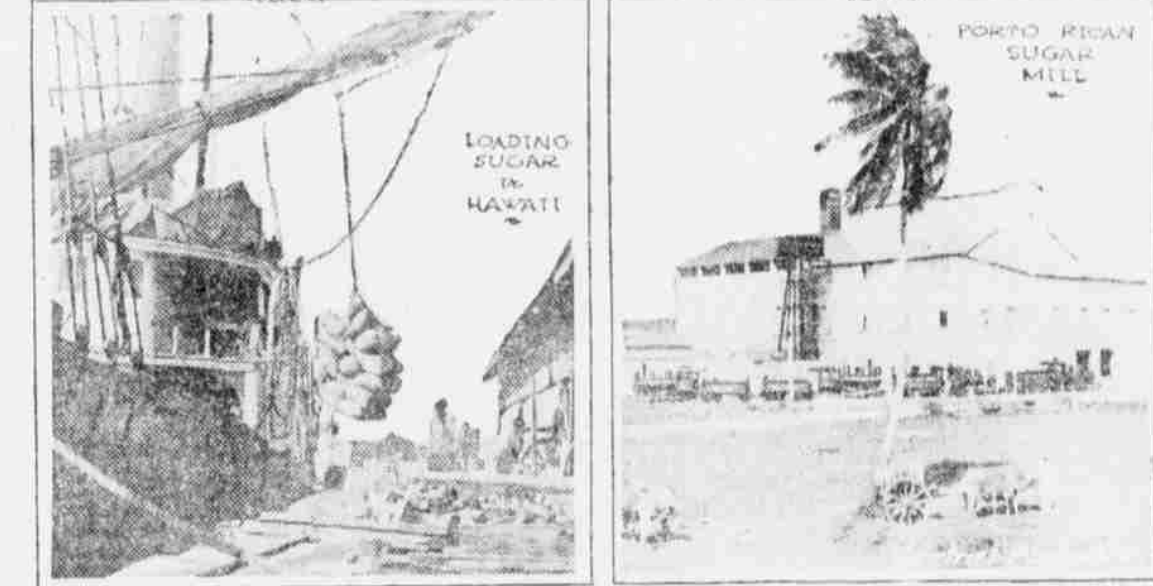
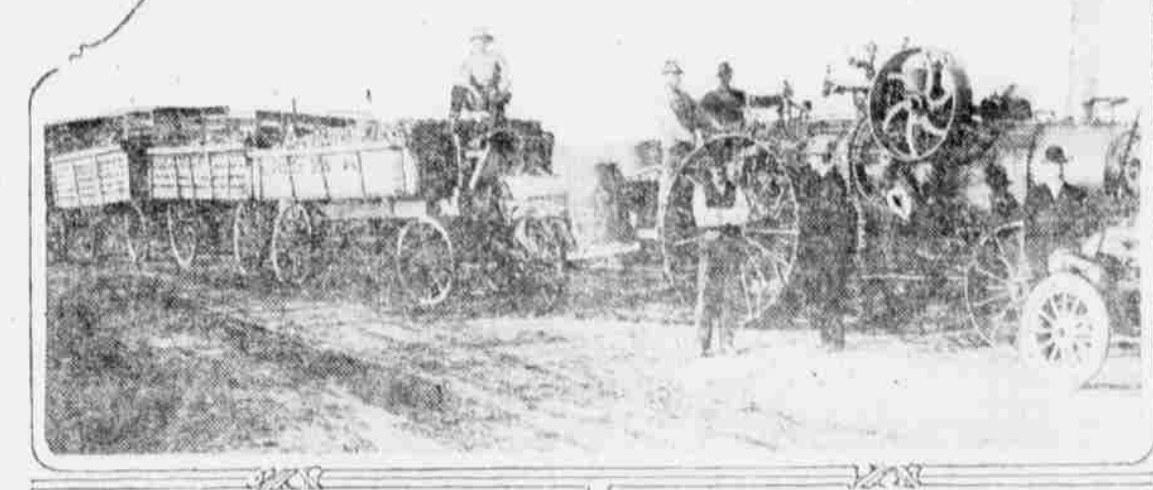
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## YEAR OF WAR HAS SAVED \$400,000,000 U. S. FARM INDUSTRY

HAULING SUGAR BEETS TO A KANSAS FACTORY



For one American industry, the European war has proved literally a life saver. This is the business of growing and making sugar, both from cane and beets. While sugar does not rank in size as an agricultural crop with corn or wheat, yet the amount raised from American soil has reached large proportions, ranging from 3,000,000 to 5,000,000,000 pounds a year.

One peculiar thing about sugar is that it is grown in more different parts of American territory than any other crop. Cane sugar is the principal product of Louisiana, Hawaii, Porto Rico and the Philippine Islands, while sugar beets are grown in sixteen states, from Ohio in the east to California in the west.

A year ago the industry of sugar production was on the decline. Following the action of congress in reducing the duty on foreign-grown sugar and providing for its free admission after May 1, 1914, 40 Louisianna mills and plantations had passed into the hands of the government, and the industry was in a state of confusion.

Then came the war, locking up the export sugar supplies of central Europe and causing Great Britain, France and other European countries to turn to the American market for the purchase of sugar. Prices advanced rapidly and the American sugar growers, instead of facing destruction, saw more light in the prospect of a profit. Sugar exports

ports assert that prices will remain at a remunerative level as long as the war continues. Thus the European conflict has been responsible for saving, temporarily at least, an industry representing an investment of over \$400,000,000 and the crop of 1915 would be the last year during which sugar would be grown to any extent from American soil, as growers declared that they could not meet the competition of sugar produced under the cheap labor conditions prevailing in tropical countries.

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## 600 CARLOADS OF WAGONER COUNTY IS ELBERTAS SHIPPED LEADING IN FRUIT

Logan County Starts Contest Between Peaches and California. Many Carloads of Luscious Peaches Being Shipped From That Place.

It is indeed a rare treat to visit the peach orchard of F. M. Courtney, north eight miles northeast of this city, and witness the busy scenes that are being daily enacted there, where for the past two weeks about seventy-five people have been employed in gathering and marketing the splendid fruit from about two thousand trees, says the Wagoner Record.

The trees were loaded in their full-ripe capacity with the appetizing and lusciously colored fruit, which makes a scene of rare beauty. Great care is taken in gathering, every peach being hand-picked and carefully deposited in a basket so as to avoid bruising, thereby greatly enhancing the keeping qualities.

As the baskets are filled they are hauled to this city, where the great bulk of them are loaded into refrigerated cars and hastened to the market. Most of the shipments are going to Chicago, where they have ready sale at top prices, as there are no finer peaches grown anywhere than those from Mr. Courtney's orchard, which is one of the best spots of all the surrounding country.

Desires furnishing employment for several weeks to many people, this peach crop should, and doubtless will, bring thousands of dollars into local economy. Such an enterprise as this is Mr. Courtney's dream, especially since a fertile country as this is.

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## The Thoroughbred In Oklahoma

(By W. V. THURMAN)

At this time the thoroughbred is a veritable gold mine when it comes to declaring dividends on its products. Two much encouragement comes to the horse owner and breeder in Oklahoma to increase their stable capacity and take advantage of the golden opportunity which now awaits them. When a thoroughbred yearling will bring from \$2,000 to \$10,000, and two-year-olds from \$3,000 to \$10,000, and three-year-olds from \$4,000 to \$10,000, it is not surprising that breeders and owners are so anxious to increase their stable capacity and take advantage of the golden opportunity which now awaits them.

Some Causes of Losses and Wastes. With the perishable nature of a large part of the fruits and vegetables marketed there must be some loss. This often totals more than the farmer realizes. For instance, the cost of the department's market specialists, the loss on such commodities as strawberries, peaches and grapes sometimes amounts to 30 or 40 per cent before they reach the hands of the retail trade. Losses due

to spoiling may be the result of the shipper's loading or unloading of the fruit, or failing to give proper attention to packing, to loading or to bracing the packages in the car. Sometimes the railroad is at fault, delay in transit, improper ventilation or refrigeration, or unnecessarily rough handling of cars may contribute to rapid deterioration of the shipment on arrival.

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## THE Business of Farming

By NEWTON R. GRAHAM.

They say that a fat man can't cover ground, but, whoever "they" are that say such things, they are all wrong.

There is one man in Tulsa county who weighs 175 pounds, considerably over 200 pounds, but who is the active manager of a farm plant that covers over 60,000 acres in Tulsa, Washington and Rogers counties.

He is not a man in a hurry, either. He is soft spoken and manages his employees and animals as one friend to another.

One day this week I was with him while he was working out the rather trying problem of keeping a big herd of wheat that was inclined to get into proper shape to keep the grain in good condition.

He did not rush and hurry his men, but used the soft word that brings out extra effort as a response. I can hear him say "Clem, your horse ain't fine—just keep it up and throw that wheat you got on this side over to the other and then come back from there."

To me it seemed that Clem might have been doing it wrong, but not to the big man who manages a 60,000-acre farm.

At particular advice is of course for and farming. I have seen more men make a success out of an intensively cultivated 40-acre farm than get by on a 160. Most men are not created with the management ability of Colonel Ellingwood, who happens to be the big man I am talking about.

When we city folks think of farming as a business many of us are inclined to smile—not here is an organization that handles nearly \$1,000,000 worth of property within each year. In Tulsa county alone the personal tax of the firm of Brown & Ellingwood amounts to \$39,250, as the tax rolls just completed will show.

These figures don't cover the tax on the 60,000 acres and their improvements, either. In fact it is about a third of their personal tax, for they pay married men's taxes on Oklahoma county, too.

Maybe you can better understand the magnitude of this farm business if I tell you something of the output they will have this year.

The home ranch, which is just west of Skiatook and extends for 10 or more miles along the road between there and Collinsville, they are handling the following acreage: Two thousand acres of prairie hay, 9,000 acres of pasture, 1,000 acres of cane, 1,000 acres of wheat, 1,000 acres of oats, 200 acres of corn, 2,000 acres of alfalfa and tame hay. On the Washington county part of the business they have 12,000 acres of fine pasture and 200 acres of farm land. On the Osage portion of the ranch they have 30,000 acres cut up into cultivated and pasture tracts. The prime beef is the feed produced for the business and from its fields feed to winter from 8,000 to 10,000 head of cattle is taken.

Although one might consider this job enough for one man, big as little, the manager, Mr. Ellingwood has gone into the breeding of thorough-

bred horses. He does not let any market opportunities go by, as when he learned that the Collinsville live "Crane country" wanted to be installed a herd of 100 fine registered Jersey cattle from which he is receiving milk and improving the breed.

He has also taken up the breeding of registered saddle horses, as well as stock horses and beef cattle. Although the business is a very large one and covers many square miles, little details are not overlooked. On the home ranch there are four sheds that hold 500 tons of shingle each, there are many big barns and hay racks, fences are all up, in fact I never saw such large pastures used as farm fences as he has along the fence between his home and Skiatook.

I noticed, too, that workmen were busy putting the roof of a big barn and that all the barns were thoroughly painted, both on the sides and roof.

On the home ranch he maintains a thoroughly equipped blacksmith shop and I noticed that the yards are neat and clean and the surroundings are wholesome. I have seen 100 pigs in one big field and every horse was full of feed and up on the bit.

He is a man who never hurries, but things are cleaned up after he has passed by.

The Brown & Ellingwood plant is an institution that inspires—it would do you good to visit the home ranch and meet the wholesome welcome that will be yours.

Here is another case of stomach trouble. A mining surveyor, a man fifty-seven years old, he took Peru for chronic stomach trouble. The result is he says: "I feel that I am good for twenty-five years more."

His name and address is: Mr. William F. Ellis, Mayetta, Kas.

Mrs. S. E. Henderson, Pollockville, N. C., relates: "My trouble seemed mainly with my stomach. I was so bad that my mouth became affected. Gums would bleed every day. I took Peru according to directions. My trouble all passed away in three months. I will praise Peru as long as I live."

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